A0875-2

AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

FINANCE LEASING (OPEN-END)

YEARS 1979 AND 1978

INDEX

	Page
Interest expense	2
General and administrative expense	3
Composition of fleets	4
Used car disposition	5
Leasing and rental activities	6
Record keeping methods	7

INTEREST EXPENSE

	Per unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Percentage Over Prime Rate	Compensating balance required	% of Loan Balance	Loan Commitment Fee Required
Less than 1000 cars								
A	$33.99	100	2.25	11.00	-	No	-	No
B	31.07	100	2.20	10.25	1.00	No	-	No
C	28.60	100	2.00	12.00	1.25	No	-	No
D	44.12	100	2.50	-	1.50	No	-	Yes
E	43.00	100	2.00	10.20	1.50	No	-	No
F	48.00	100	2.00	11.50	2.25	No	-	No
G	46.50	100	2.00	11.80	2.00	No	-	No
Averages	39.44	100	2.14	11.13	1.58			
1000-1999 Cars								
H	40.86	100	2.30	9.00	1.50	No	-	No
I	38.56	100	-	14.35	1.00	No	-	No
J	(51.40)	100	2.00	11.40	2.00	No	-	No
K	33.50	----Capital Loan----		11.54	.50	No	-	No
L	36.00	100	2.50	13.00	1.25	Yes	5	No
Averages	37.23	100	2.27	11.88	1.25			
Over 2000 Cars								
M	36.05	100	2.45	13.00	1.00	No	-	No
N	35.30	100	2.00	10.88	1.00	No	-	No
O	35.00	100	2.50	12.00	1.50	Yes	10	No
P	36.70	100	2.78	13.00	1.00	No	-	No
Q	34.10	100	2.50	12.00	1.00	Yes	Various	Yes
R	29.96	100	2.50	12.00	2.13	No	-	No
S	30.08	100	2.23	14.10	.75	Yes	Various	Yes
T	(16.23)	100	-	10.10	-	No	-	No
U	29.42	100	2.25	10.75	1.50	No	-	No
V	32.74	100	2.25	12.50	1.00	No	-	No
W	28.43	100	2.25	11.25	.75	No	-	No
X	42.12	100	2.10	12.00	2.00	No	-	No
Y	31.09	100	2.25	9.40	1.00	No	-	No
Z	33.03	100	2.25	9.30	1.25	No	-	No
Averages	33.37	100%	2.33%	11.59%	1.22%			
Combined averages - 1979	35.79	100%	2.26%	11.53%	1.32%			
Combined averages - 1978	26.82	99%	2.30%	9.55%	1.23%			
Increase	8.97							
Percentage of Increase	33.4%							

GENERAL AND ADMINISTRATIVE EXPENSES

Per Unit Per Month Costs

	Total	Principal(s) Salary	Advertising	Travel & Promotions	Tel. & Tel.	Occupancy (Rent, etc.)	Office Expense	Data Process.	Profess. Fees	Adm. Salaries	Sales Salaries	Taxes	Insurance	Other
Less than 1000 cars														
A	($45.27)	$3.80	$1.59	$1.19	$1.85	$4.34	$1.20	$1.22	$ .66	$10.49	$5.34	$5.57	$5.21	$2.81
B	17.49	3.92	.07	.83	.34	.15	.53	-	.15	7.05	1.79	1.40	1.26	-
C	22.88	2.47	.51	.84	.60	2.67	1.72	-	.57	3.77	6.32	1.33	1.41	.67
D	14.75	2.21	.13	1.77	1.09	.64	.51	.36	1.00	1.93	-	.06	2.36	2.69
E	33.06	3.73	1.04	1.36	1.13	3.35	1.09	1.46	2.68	5.01	6.23	1.08	2.89	2.01
F	32.04	7.82	4.34	5.14	.17	1.56	1.19	-	.05	2.61	6.34	.20	.98	1.64
G	25.50	5.58	.13	.61	.38	2.19	.69	.69	.31	2.93	3.21	.31	1.66	6.81
Average	24.29													
1000-1999 Cars														
H	19.04	2.20	1.02	.32	.60	1.14	.57	.78	.31	4.55	2.17	1.10	2.21	2.07
I	25.63	4.50	.33	.92	.64	.81	.58	.87	.34	6.46	4.34	2.92	1.15	1.77
J	(39.50)	1.59	1.29	1.27	.69	1.56	.90	.99	2.34	10.02	7.88	1.22	2.19	7.56
K	13.37	1.82	.10	.67	.36	.62	.86	.63	.23	3.07	1.49	.88	1.09	1.85
L	17.00	1.00	1.00	1.00	1.00	1.00	2.00	1.00	1.00	4.00	2.00	1.00	1.00	-
Average	18.76													
Over 2000 Cars														
M	13.11	1.06	.05	.52	.39	.50	.31	.26	.53	3.86	.43	1.22	.31	3.67
N	16.72	-	.25	.28	1.28	.75	.81	.79	.06	8.36	-	.11	.30	3.73
O	20.00	-	-	-	1.00	2.00	1.00	1.00	1.00	6.00	-	-	-	8.00
P	8.37	-	-	-	-	-	-	-	-	-	-	-	-	-
Q	19.12	3.19	1.00	.79	1.10	1.70	2.38	1.42	.89	4.27	1.21	.26	.26	.65
R	15.71	3.66	.18	1.70	.71	.43	1.47	.94	.35	4.23	.73	.35	.96	-
S	9.72	.51	.08	.40	.55	.71	.40	.26	.12	3.47	1.53	.03	.14	1.52
T	12.56	-	.31	.18	.98	.88	.56	.68	.19	3.27	4.17	.77	.36	.21
U	16.37	1.15	.60	.45	.62	1.55	.49	.37	.56	3.46	4.32	-	.62	2.18
V	15.13	-	-	-	-	-	-	-	-	-	-	-	-	-
W	(6.63)	.45	.17	.37	.31	.29	.92	-	.11	3.14	-	.21	.24	.42
X	24.38	7.67	.39	.60	1.06	1.49	.46	-	.72	3.20	1.41	1.59	1.30	4.49
Y	27.16	.45	1.21	1.89	.84	1.75	1.82	1.34	.34	8.85	6.25	.17	.98	1.27
Z	21.28	-	1.46	.67	1.22	1.49	.96	-	.66	7.42	3.14	.71	.76	2.79
Average	16.89													
Combined average costs - 1979	19.15													
Combined average costs - 1978	18.93													
Increase	.22													
Percentage of increase	1.2%													

COMPOSITION OF FLEETS

	Model Sizes			Air Conditioning								% of Chev., Ford and Ply. in Fleets
	Standard %	Intermediate %	Compact %	%	Chevrolet %	Ford %	Plymouth %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Other %	
A	30	45	25	95	40	40	10	-	-	-	-	10	90
B	52	45	3	100	58	11	1	3	23	1	1	2	70
C	70	20	10	99	29	12	2	23	15	4	3	12	43
D	25	35	40	75	12	58	5	-	-	-	-	25	75
E	45	45	10	95	17	32	4	3	24	6	5	9	53
F	48	42	10	95	10	8	1	6	4	50	3	18	19
G	20	70	10	90	36	13	-	3	9	10	3	26	49
H	35	35	30	85	-	-	-	-	-	-	-	-	-
I	-	-	-	-	53	14	2	-	-	-	-	31	69
J	10	75	15	97	10	4	2	-	7	30	3	44	16
K	30	65	5	99	34	44	1	3	8	3	-	7	79
L	70	28	2	100	55	20	-	-	5	-	8	12	75
M	75	20	5	99	11	76	-	-	3	-	-	10	87
N	40	50	10	99	36	17	2	14	10	5	-	16	55
O	20	70	10	85	17	47	1	2	9	9	-	15	65
P	63	17	20	99	33	35	3	7	8	5	-	9	71
Q	46	39	15	95	55	21	1	-	7	4	10	2	77
R	20	50	25	95	36	18	4	7	9	7	-	19	58
S	34	35	31	98	26	41	4	4	6	5	1	13	71
T	61	31	8	80	33	24	1	8	10	5	2	17	58
U	63	35	2	-	34	29	-	3	11	10	4	9	63
V	47	45	8	90	53	22	-	4	9	5	2	5	75
W	57	37	6	98	50	16	3	12	10	5	2	2	69
X	35	34	31	50	24	7	1	-	7	3	8	50	32
Y	45	40	15	99	35	18	2	8	14	5	3	15	55
Z	58	37	5	98	52	15	-	3	8	6	7	9	67
Averages - 1979	44	42	14	92	34	26	2	4	9	7	3	15	62
Averages - 1978	52	36	12	91	32	27	3	3	8	5	4	18	62

USED CAR DISPOSITION

	Average months in operation	Average per unit mileage	Reconditioning Prior to Sale: % of cars Reconditioned		Reconditioning Prior to Sale: Average Amount	Used Cars Disposed Through: New Car Dealers Sales %	New Car Dealers Trade %	Used Car Dealers %	Auctions %	Lessees and their Employees %	Retail %	Location Where Cars are Sold: On the Road %	Home Office %
A	32	55,000	Yes	25	150	10	-	50	20	20	-	50	50
B	26	58,000	Yes	15	175	-	-	10	5	85	-	85	15
C	24	50,000	No	-	-	-	-	15	-	75	10	75	25
D	33	45,000	Yes	33	375	-	25	25	-	50	-	-	100
E	22	25,000	Yes	75	100	16	-	15	-	34	35	66	34
F	24	Unknown	No	-	-	-	-	98	-	-	2	1	99
G	32	50,000	No	-	-	-	-	90	-	-	10	10	90
H	37	48,000	Yes	75	200	10	-	25	-	50	15	35	65
I	40	55,000	No	-	-	-	-	55	5	20	20	10	90
J	24	50,000	Yes	25	325	5	-	30	10	40	15	50	50
K	25	52,000	No	-	-	-	-	25	55	20	-	58	42
L	24	50,000	No	-	-	-	10	30	50	10	-	10	90
M	28	76,500	No	-	-	-	-	-	5	15	80	27	73
N	25	58,000	No	-	-	5	-	25	18	31	21	95	5
O	24	50,000	No	-	-	3	-	50	27	20	-	55	45
P	30	69,000	No	-	-	2	-	70	7	21	-	100	-
Q	26	50,000	No	-	-	-	-	80	10	10	-	50	50
R	32	15,000	No	-	-	1	-	78	1	20	-	99	1
S	29	53,000	Yes	25	95	2	-	34	43	21	-	79	21
T	28	50,000	No	-	-	-	-	65	-	35	-	35	65
U	27	54,000	No	-	-	1	1	50	38	10	-	18	82
V	28	53,000	No	-	-	1	-	3	43	53	-	100	-
W	26	55,000	No	-	-	-	-	57	-	43	-	86	14
X	30	48,000	No	-	-	-	-	65	5	15	15	-	100
Y	27	52,000	Yes	15	434	1	-	50	1	1	47	8	92
Z	26	24,000	Yes	10	250	8	-	74	15	3	-	75	25
Averages - 1979	28.0					3	1	45	14	27	10	49	51
Averages - 1978	27.6					7	-	44	15	26	8	57	43

LEASING AND RENTAL ACTIVITIES

	Non-Finance Leasing	Daily Car Rental	Daily Truck Rental	Long-term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affililiated with New Car Dealership
							By Choice	Accommodation	
A	No	Yes	Yes	Yes	Yes	Yes	-	Yes	No
B	Yes	No	No	Yes	No	Yes	-	Yes	Yes
C	Yes	Yes	No	Yes	Yes	No	-	-	Yes
D	No	No	No	Yes	No	Yes	Yes	-	Yes
E	Yes	Yes	Yes	Yes	No	No	-	-	Yes
F	Yes	No	No	Yes	No	Yes	Yes	-	Yes
G	No	No	No	No	No	Yes	Yes	-	No
H	Yes	Yes	No	Yes	No	Yes	-	Yes	No
I	No	Yes	-	-	Yes	Yes	Yes	-	No
J	Yes	Yes	No	Yes	No	Yes	-	Yes	Yes
K	Yes	Yes	Yes	Yes	No	Yes	-	Yes	No
L	No	No	No	No	No	No	-	-	No
M	No	No	No	Yes	No	Yes	Yes	Yes	Yes
N	Yes	No	No	No	Yes	No	-	-	No
O	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes
P	No	No	No	Yes	No	Yes	Yes	-	No
Q	Yes	No	No	Yes	No	No	-	-	No
R	No	No	No	Yes	Yes	Yes	Yes	Yes	Yes
S	Yes	No	No	Yes	Yes	Yes	-	Yes	Yes
T	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
U	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
V	Yes	No	No	Yes	Yes	No	-	-	No
W	No	No	No	Yes	Yes	No	-	-	Yes
X	Yes	No	No	Yes	No	Yes	-	Yes	No
Y	Yes	Yes	No	Yes	Yes	No	-	-	Yes
Z	Yes	No	No	Yes	No	Yes	Yes	-	Yes

RECORD KEEPING METHODS

Less than 1000 cars	Non-mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System (Computer)	
			Service Bureau	Own Installation
A			X	
B	X			
C	X			
D				X
E			X	
F	X			
G			X	
1000 - 1999 cars				
H			X	
I			X	
J				X
K			X	
L	X			
Over 2000 cars				
M			X	
N			X	X
O			X	
P			X	
Q			X	
R			X	
S				X
T				X
U			X	
V			X	
W			X	X
X	X		X	
Y				X
Z				X